

## Company Location

23030 North 15<sup>th</sup> Avenue  
Phoenix, AZ 85027

## Contact Numbers

Tel: (623) 434-1895  
Fax: (623) 434-1894

## Contact 1

Teresanne "T" Griffin

**Title:** President

[tgriffin@innovaquartz.com](mailto:tgriffin@innovaquartz.com)

## Contact 2

Kirk Westoff

**Title:** Sales & Marketing

[kwestoff@innovaquartz.com](mailto:kwestoff@innovaquartz.com)

## Company Overview

Since 1991, InnovaQuartz has aggressively applied innovations in materials science and chemistry to production of advanced components and devices for analytical chemistry (separation sciences and spectroscopy), biotechnology, and laser surgery. IQinc's bulk silica capillary and optical fiber are the most accurate and precise available and are optimized for the intended application, enabling products for increased sensitivity and reproducibility, safety and efficacy. FDA registerd. CE Mark.

## Expertise

Number of Employees	24
PhD	1
MS	2
Other Degreed	3

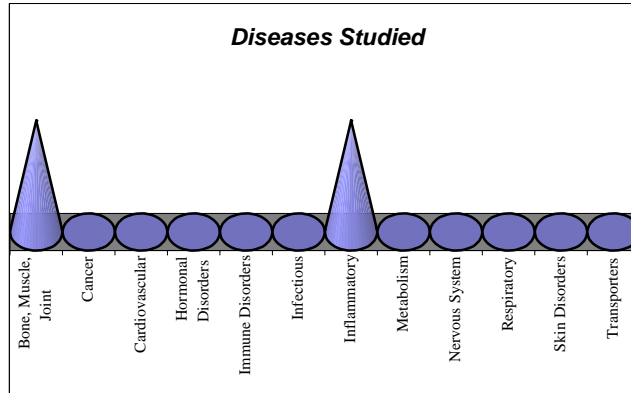
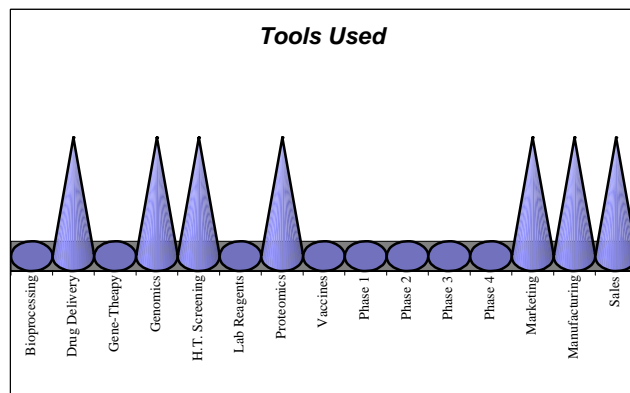
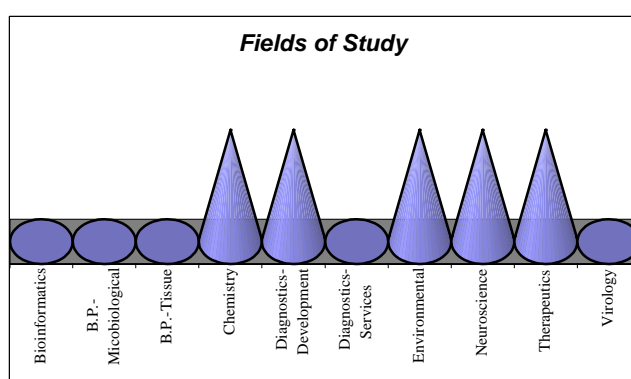
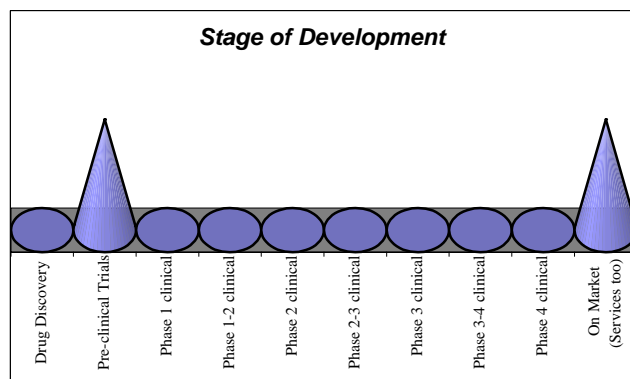
### Specific Scientists

1. Steve Griffin

### Member of Trade Associations

1. SPIE
2. American Chemical Society
3. AOAI

## Core Competencies



## Products and Services

### Patents

**Which Patents:** Several applications for novel separations column technologies and high energy lasers

**Describe:** Fundamental new technology has been developed for miniature and massively parallel separations and laser technology where strategic partners and/or license must be considered for production of integrated products.

### Professional Services

**Which Services:** Cooperative and contract R&D

**Describe:** Drawn products (materials and coatings) and laser processing of crystals and glasses

### Research

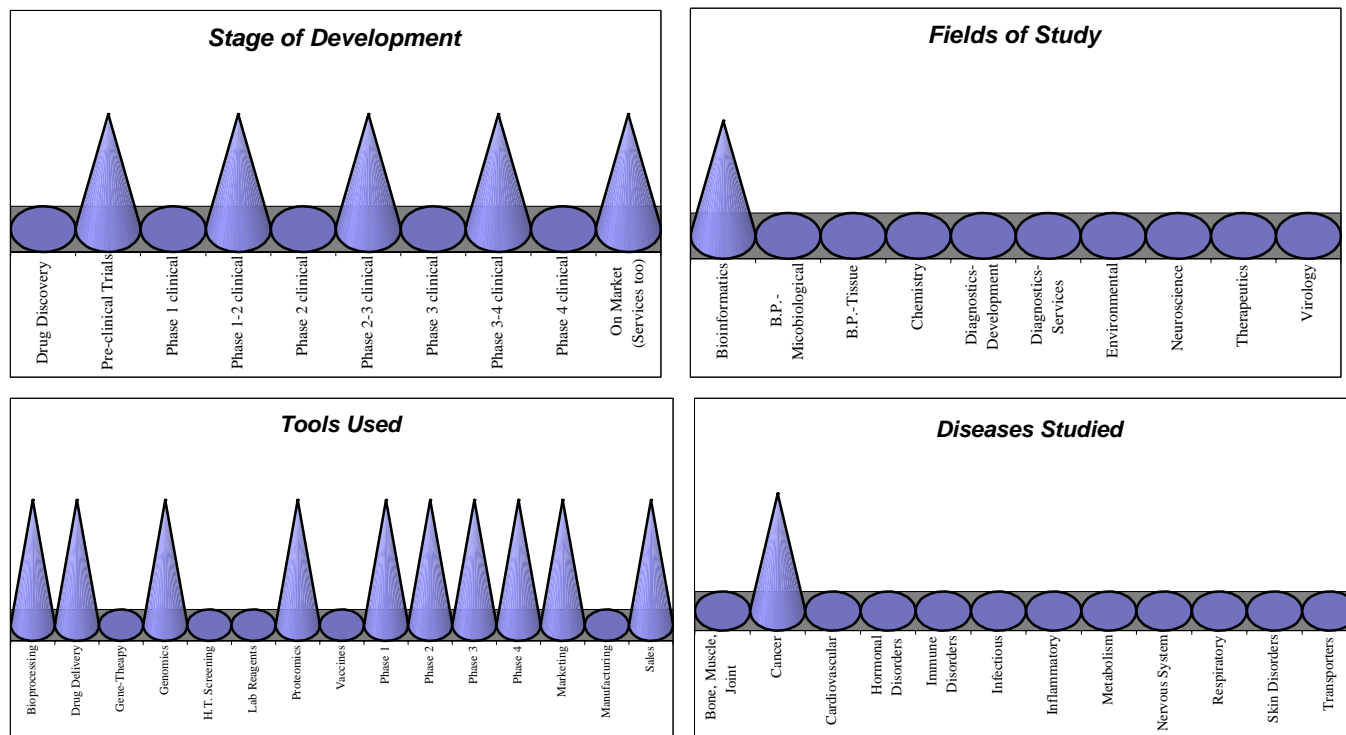
**What Research:** Silica physics, chemistry and applications thereof

**Describe:** IQinc conducts research designed for broadening the degrees of freedom for control of physical and chemical properties of silica to advance applications in broad and narrow fields of use and potential use.

## **Business Outlook**

<b>Mission Statement</b>	Accept no limits in discovery, technology, applications or markets for advancing tools and methods in science and medicine.
<b>Commercialization Strategy</b>	IQinc provides private label products, and services, to OEMs and large distributors worldwide with direct and distributed sales of branded products, primarily in North America. Direct to consumer sales are increased through expansion of product offerings for individual markets and an ongoing campaign for increased name recognition.
<b>Problems</b>	Historically, our problem has been too much technology and not enough resources to effectively exploit our advantages. While this issue remains, we are resolving the problem by following a technology roadmap for self-funded growth.
<b>Competition</b>	While significant, established competition continues, particularly in bulk materials, IQinc has no competition for equivalent quality products and is rapidly becoming recognized as the new value supplier for both bulk and value added products.

## **Needs and Interests**



## **Synergistic or Strategic Opportunities**

**Where would the best partners be located?** North America although South American, European and Japanese partnerships have potential as well

**What kinds of partnerships are of interest?** Primarily for integration of IQinc novel products and technologies into complex systems and instruments in analytical chemistry and laser surgery.

**When would the company want to partner?** Several technologies are ready, on the shelf, now.

**Why would it be good for this company to partner?** We are widely recognized as responding rapidly with low-cost and unique solutions to instrumentation and accessory problems in microfluidics, separation sciences, spectroscopy and laser energy delivery but must limit self-funded development to a staged roadmap for want of adequate resources.

**What kind of companies would be good partners?** OEM medical device and analytical instrument companies.

**Other thoughts about partnerships:** We have expertise in regulatory matters but no ability to fund trials on our own.